

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY VIENNA

UNCLAS STATE 231174

E.O. 11652: N/A

TAGS: BGEN, XH

SUBJ: DIE PRESSE ARTICLE ON EAST-WEST TRADE CENTER

REF: VIENNA'S 8578

FOR:EWTC

1. WE DO NOT MAINTAIN RECORDS THAT WOULD PROVIDE ANSWER TO QUESTIONS RAISED PARA 2 REFTEL. WHILE INTEREST IN EAST-WEST TRADE IS WIDESPREAD, NUMBER OF FIRMS ACTUALLY ENGAGED THEREIN PROBABLY RELATIVELY SMALL. FOR EXAMPLE, TRADE DEVELOPMENT ASSISTANCE DIVISION, BEWT HAS BEEN IN CONTACT WITH MORE THAN 1,000 FIRMS ON EAST-WEST TRADE MATTERS SINCE LA5392 BUT WE HAVE NO IDEA HOW MANY OF THESE ARE ACTUALLY TRADING AT PRESENT. THE WASHINGTON FORUM, INC., LISTS 380 AMERICAN COMPANIES THAT HAVE "NEGOTIATED OR SIGNED AGREEMENTS" WITH THE SOVIET UNION IN RECENT YEARS.

2. WITH RESPECT QUESTION ON NUMBER OF INDUSTRIAL COOPERATION AGREEMENTS SIGNED WITH SOCIALSIT ENTERPRISES BY US
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COMPANIES, BEWT CURRENTLY HAS STUDY UNDERWAY TO DETERMINE

NUMBER OF SUCH AGREEMENTS AND TO ANALYZE PROVISIONS
OF SUCH ARRANGEMENTS AND REASONS FOR ENTERING INTO THEM.
TO DATE, STILL INCOMPLETE RETURNS HAVE IDENTIFIED ABOUT
100 SUCH ARRANGEMENTS. FOR PURPOSES THIS STUDY,
INDUSTRIAL COOPERATION ARRANGEMENTS HAVE BEEN DEFINED
TO INCLUDE LICENSING AGREEMENTS, TURNKEY PROJECTS, CO-
PRODUCTION ARRANGEMENTS, SUB-CONTRACTING AGREEMENTS,
AND JOINT VENTURES. THE STUDY WILL NOT BE COMPLETED
UNTIL MID 1975. INGERSOLL

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